

## Message Text

PAGE 01 TOKYO 09795 211205Z

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ACTION EA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
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R 210835Z JUL 75  
FM AMEMBASSY TOKYO  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 1773

UNCLAS TOKYO 9795

FOR OIM/WELCH

E.O. 11652: N/A  
TAGS: BEXP, JA  
SUBJECT: SUGGESTED COOPERATORS FEB. NOISE AND VIBRATION SHOW  
AND SEMINAR

REF. WELCH/MILES LETTER DATED JUNE 26, 1975

POTENTIAL "COOPERATOR" PARTICIPANTS FOR U.S. TRADE CENTER NOISE  
AND VIBRATION ABATEMENT EXHIBITION AND SEMINAR (SPECIALIZED  
EVENT) FEBRUARY 2-6, 1976.

### I. RESEARCH AND SELECTION AIDS

1. PAST EXHIBITION: NONE, HOWEVER, TC REFERRED TO THREE POLLUTION  
CONTROL EQUIPMENT SHOWS: (A) POLLUTION CONTROL EQUIPMENT  
SHOW AND SEMINAR, DEC, 1971; (B) APEZ '73, NOV, 1973; AND  
(C) APEX '75, MAR, 1975.

2.. MARKET RESEARCH: NO CONTRACTED MARKET RESEARCH AVAILABLE.  
TC USED EMBASSY AIRGRAM REPORT A-482, JULY 1974.

3. IMPORT MACHINERY GUIDE JAPAN '73 PREPARED BY JAPAN MACHINERY  
IMPORTERS" ASSOCIATION.

4. TC U.S. MANUFACTURERS' REPRESENTATIVE REGISTRATION.

5. OIM EXHIBIT PLAN SUMMARY AND FA T SHEET FOR SUBJECT SHOW.  
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II. LACK OF EXPERIENCE WITH THIS THME AND UNAVAILABILITY MARKET  
RESEARCH REPORT COMPELS TC TO RECOMMEND COOPERATORS IN ONLY  
TWO MAJOR PRODUCT CATEGORIES: (A) VIBRATION AND (B) NOISE:

1A. SPECIAL DYNAMICS CORP. OF SAN DIEGO, SAN DIEGO, CALIF, REPRESENTED BY TOYO TRADING CO, TOKYO. H. KODAIRA, TOYO TRADING, WILL PARTICIPATE IF OIM CLASSIFIES SPECTRIAL DYNAMICS AS COOPERATOR. (PRODUCT: SPECTRASCOPE REALTIME VIBRATION ANALYSER)

2A. ENDEVOC CORP, SAN JUAN CAPISTRANO, CALIF, REPRESENTED BY MARUBUN CORP, TOKYO. E. SHUTO, MARBUN, WILL CONSIDER PARTICIPATION SUBJECT SHOW IF OIM CLASSIFIES ENDEVCO AS COOPERATOR. (PRODUCTS: ACCELERMOMETERS FOR VIBRATION MONITORING)

3A. BELL AND HOWELL, CEC INSTRUMENTS DIV, REPRESENTED BY COLUMBIA IMPORT AND EXPORT CO, TOKYO. K. OUCHI, COLUMBIA I/E, CONSIDERING PARTICIPATION. (PRODUCTS: VIBRATION METER AND MONITORING SYSTEM)

4A. LING ELECTRONICS, ANAHEIM, CALIF, REPRESENTED BY AKASHI SEISAKUSHO LTD, OSAKA. (PRODUCTS: VIBRATION ANALYSIS AND CONTROL SYSTEM)

5.B. AMERICAN AIRFILTER, PULSCO DIV, SANTA PAULA, CALIF, REPRESENTED BY SHINWA TRADING AND ENGINEERIG CO, TOKYO. (PRODUCTS: SILENCER AND NOISE AND PULSATION CONTROLS)

6.B. BURGES INDUSTRIES, DALLAS, TEXAS, REPRESENTED BY BURGES-MIURA SILENCING INDUSTRIES, LTD, OSAKA. (SOFTWARE: SILENCING ENGINEERING SERVICES)

7B. FERRO CORP, CLEVELAND, OHIO, REPRESENTED BY TAIHEI BOEKI, TOKYO. (PRODUCTS: NOISE ABATEMENT VINYL SHEET "COUSTIFAB")

III.COMMENTS: TC RECOMMENDS RECRUITMENT ORDER AS SPECTRAL DYNAMICS, AMERICAN AIRFILTER, ENDEVCO, BURGES, BELL AND HOWELL, LING ELECTRONICS AND FERRO CORP. REQUEST OIM'S CONCURRENCE/ COMMENTS VIA RETURN CABLE.  
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## Message Attributes

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**Review Date:** 10 MAR 2003  
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